



Minnesota Housing eNews Alert

September 21, 2010

Top Producing Loan Officer Program Underway

Starting January 1, 2010, Minnesota Housing began tracking all first-mortgage loans originated by individual loan officers as part of a new Top Producing Loan Officer Program. The Top Producing Loan Officer Program is designed to recognize individual loan officer production for first mortgage loan programs. Loan officers who achieve production thresholds in the program will be eligible to receive marketing and promotional recognition such as appearing with a top producing loan officer designation on the Minnesota Housing website.

In order to participate in this program, individual loan officers must sign up for the program and get set up as contacts in the Minnesota Housing HDS SF web application under the offices in which they do business, and have their name selected in the "Loan Officer" field on the HDS SF web application prior to each purchase approval. Please note that a completed entry in the "Loan Officer" field will be considered consent for participation in the program.

Loan officers participating in the program may be eligible to receive certain marketing and promotional recognition, depending on levels of achievement, such as being featured on Minnesota Housing's website as a top producing loan officer. [View FAQs on the Top Producing Loan Officer Program.](#)

Features of the program:

- Only first-time homebuyer loans that have been approved for purchase in the HDS SF Web Application (reached at least Purchase Approval Stage) by the end of a respective quarter for the following programs qualify: Minnesota Mortgage Program (MMP), including Minnesota Housing Affordable Advantage, and Community Activity Set-Aside (CASA) Program.
- The Loan Officer field in the HDS SF Web Application (located on the Optional tab) must be completed at time of purchase approval. Retroactive completion of the field after purchase approval will not allow loans to be considered. A completed entry in the Loan Officer Field will be considered consent for participation in the program.

[View instructions for web administrators to set up loan officers as contacts in the HDS SF web application.](#)

- Loan officers achieving production levels will be recognized quarterly and annually. Recognition is based on the number of first-time homebuyer loans produced during these time periods, and is not to be considered a Minnesota Housing endorsement of, or

referral to, a particular Loan Officer or Lender.

Top Producing Loan Officers for First and Second Quarter

Minnesota Housing recognizes the following top producing loan officers for the first half of 2010.

Loan Officer	Lender	Region	Award Level**
Joy Bender	Lake Area Mortgage, Shoreview	Metro	Platinum
Leisha Gregg	The First National Bank of Bemidji	Northwest	Platinum
Eric Otterness	Lake Area Mortgage, Shoreview	Metro	Platinum
Julie Reinemann	North Shore Bank of Commerce	Northeast	Platinum
Cory Stenson	North Shore Bank of Commerce	Northeast	Platinum
Jill Winkler	North Shore Bank of Commerce	Northeast	Platinum
Shelly Farris	Bank of America, Minneapolis	Metro	Gold
Barbara Graham	US Bank Home Mortgage, Robbinsdale	Metro	Gold
Deb Ikier	United Prairie Bank, Mankato	Southeast	Gold
Mari Lou McCormic	Riverwood Bank, Big Lake	Central	Gold
Nelson Valenzuela	Bank of America, Minneapolis	Metro	Gold
Kathy Altringer	Bremer Bank, Crookston	Northwest	Silver
Eric Crouch	Lake Area Mortgage, Shoreview	Metro	Silver
Carrie Guarrero	Cornerstone Mortgage, Burnsville	Metro	Silver
Nancy Healy	Fairway Independent Mortgage Corporation, Bloomington	Metro	Silver
Nancy Hostetler	Bell Mortgage, Uptown	Metro	Silver
Brian Lindstrom	Lake Area Mortgage, Shoreview	Metro	Silver
Cindy Maanum	Bremer Bank, Alexandria South	West Central	Silver
Liz Peter	Prospect Mortgage, Edina	Metro	Silver
Jim Peterson	Lake Area Mortgage, Shoreview	Metro	Silver
Chana Stocke	North Shore Bank of Commerce	Northeast	Silver
Brad Vold	Lake Area Mortgage, Shoreview	Metro	Silver

****Platinum Level:** Top loan officer in each region, & additional loan officers (if any) producing 3% or more of regional production in the Metro or 12% in Greater MN (minimum of six loans)

Gold Level: Loan officers producing 2-2.99% of regional production in the Metro or 10-11.99% in Greater MN (minimum six loans)

Silver Level: Loan officers producing 1-1.99% of regional production in the Metro or 8-9.99% in Greater MN (minimum of six loans)

These loan officers will be highlighted on the Minnesota Housing [Find A Lender](#) page on the website as well as on a designated Top Producing Loan Officer Program page that is currently under development.

Questions?

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7:30 a.m. to 5:00 p.m. (business days)